



TO: Emil Contrady
Purchase Bureau

December 18, 2001

FROM: Betty Scarlata
OIT Contract Services

RE: Dell Volume Quotes

Continuing OIT and the Purchase Bureau's effort to avoid future years' cost increases, we requested volume quotes against the Minicomputer, Workstation, Microcomputer State Contract for specified Dell and Compaq microcomputers. On December 14, 2001, we received quotes from Dell Marketing.

The quoted prices from Dell are as follows:

<u>Dell Model</u>	<u>Volume Price</u>	<u>Volume Reduction</u>
Optiplex GX150 1 GHz	\$799	\$220
Optiplex GX240 1.5 GHz	\$938	\$28
Latitude C400	\$2242	\$53
Latitude C610	\$1793	\$40
Latitude C810	\$1893	\$44

Based on the above, I recommend an award to Dell Marketing for the Dell PCs.

Agencies ordering from Dell should refer to the following order codes:

<u>Dell Model</u>	<u>Order #</u>
Optiplex GX150 1 GHz	71952215
Optiplex GX140 1.5 GHz	72205561
Latitude C400	71843881
Latitude C610	71845665
Latitude C810	71845871

I will prepare an addendum to the mini/micro/workstation contract based on the above information.

If you have any questions, please give me a call.

CC - Peter Roselli, OMB
George Hulse



State of New Jersey
Volume Purchase Addendum
January 1, 2002



OptiPlex GX150 1 GHz

Midnight grey chassis
Intel Pentium III processor w/ 815e chipset
256K advanced transfer cache
Integrated 3COM Etherlink 10/100 NIC w/ACPI and Remote Wake-up
128MB Non-ECC SDRAM PC133
20GB EIDE Hard Drive¹
17" Dell M781P (16" viewable) monitor
20/48X. Variable speed EIDE CD-ROM
Integrated Intel 3D graphics w/ direct AGP and 4MB Graphics Performance Accelerator
Integrated AC97 sound
Microsoft Windows 98 2nd Ed.
Quietkey Keyboard, Dell 2-button PS/2 Mouse
3-Year Next-Business-Day On-Site Service²
Q# 71952215 - Small Desktop Chassis - \$799
Q# 71952582 - Mini Tower Chassis - \$827
Add CFI Image (min. 25 units) - \$60/unit
Small Desktop Chassis - State Contract \$1019 VPA \$799
Small Tower Chassis - State Contract \$1047 VPA \$827

OptiPlex GX240 1.5 GHz

Midnight grey chassis
Intel Pentium 4 processor w/ 845 chipset
256K advanced transfer cache
Integrated 3COM Etherlink 10/100 NIC w/ACPI and Remote Wake-up
128MB Non-ECC SDRAM PC133
20GB EIDE Hard Drive¹
17" Dell M781P (16" viewable) monitor
20/48X. Variable speed EIDE CD-ROM
16MB 4X AGP ATI Rage Ultra 128 video card
Integrated AC97 sound
Microsoft Windows 98 2nd Ed.
Quietkey Keyboard, Dell 2-button PS/2 Mouse
3-Year Next-Business-Day On-Site Service²
Q# 72205561 - Small Desktop Chassis- \$938
Q# 72205670 - Small Tower Chassis - \$965
Add CFI Image (min. 25 units) - \$60/unit
Small Desktop Chassis - State Contract \$966 VPA \$938
Small Tower Chassis - State Contract \$994 VPA \$965

(1) For hard drives, GB means 1 billion bytes; total accessible capacity varies depending on operating environment. (2) On-Site service may be provided pursuant to a service contract with a third party provider and may not be available in certain areas. Technician will be dispatched if necessary following phone-based troubleshooting. Dell and OptiPlex are registered trademarks of Dell Computer Corporation. Intel and Pentium are registered trademarks and Celeron is a trademark of the Intel Corporation. Microsoft, Intellimouse and Windows are registered trademarks of Microsoft Corporation. 3COM is a registered trademark of 3COM Corporation. Rage is a trademark of ATI Technologies Inc. Logitech is a registered trademark of Logitech. Dell disclaims proprietary interest in the marks and names of others. Copyright 1999 Dell Computer Corporation. All rights reserved. Prices and specifications are valid only in the U.S. and are subject to change without notice.



State of New Jersey
Volume Purchase Pricing Upgrades
Optiplex GX150

<u>Processor</u>				<u>Video Memory</u>	
1.0 GHZ PIII	standard			4MB AGP INLINE MEMORY MODULE	standard
1.13 GHZ PIII	\$46			16MB ATI Rage Ultra 128	\$18
1.2 GHZ PIII	\$138			16MB NVIDIA TNT2 AGP VGA	\$46
<u>Hard Drives</u>				32MB ATI Rage Ultra 128	\$65
20GB,EIDE, 7200RPM	standard			32MB ATI Radeon w/VGA cable	\$92
40GB, EIDE, 7200RPM	\$36			32MB ATI Radeon w/DVI cable	\$111
80GB, EIDE, 7200RPM	\$92			<u>Modem</u>	
<u>Keyboard / Mouse / Mouse Pad</u>				Dell 56K V.90 PCI D/F	\$45
Quietkey keyboard	standard			<u>Monitors for GX150</u>	
Performance USB Keyboard (requires W2K or NT)	\$27			17 Gray M781P,16.0 VIS	standard
Dell gray PS/2 2BTN mouse	standard			17 Gray P793, 16.0 VIS	\$46
Gray MS PS/2 Intellimouse	\$27			19 Gray P991,18.0 VIS	\$185
MS USB Intellimouse (requires W2K or NT)	\$27			19 Gray M991,18.0 VIS	\$46
MS USB Optical Mouse (W2K / XP only)	\$45			21 Gray P1130,19.8 VIS	\$435
Blue Mouse Pad w/Dell Logo	\$3			15 E151 Gray Flat Panel,15.0 VIS, analog	\$111
<u>Memory</u>				15 1503FP Gray Flat Panel,15.0 VIS, digital/ananlog	\$250
128MB 1DIMM NonECC PC133 SDRAM	standard			17 1702FP Gray Flat Panel,17.0 VIS, digital/ananlog	\$527
192MB 2DIMM NonECC PC133 SDRAM	\$18			<u>Network Adapter</u>	
256MB 1DIMM NonECC PC133 SDRAM	\$46			IBM PCI TRING WOL ACPI NIC	\$175
384MB 2DIMM NonECC PC133 SDRAM	\$92			<u>Sound Card</u>	
512MB 2DIMM NonECC PC133 SDRAM	\$139			Sound Blaster Live	\$64
<u>Operating System (Must be specified on Purchase Order)</u>				<u>Speakers</u>	
Windows 98, CD, FAT32	standard			HK-39.5 Speakers w/Sub in Gray	\$45
WINNT 4SP5 NTFS,CD	\$56			HK-19.5 Speakers in Gray	\$36
Windows 2000, SP2, CD (FAT 32 or NTFS)	\$56			Integrated speaker	\$8
Windows XP Pro, CD (FAT 32 or NTFS)	\$56			<u>Service</u>	
<u>DVD's &CDRW's</u>				3 Year Next Business Day On-Site Service	standard
48X CD-ROM	standard			Upgrade to 3 Year Next Business Day On-Site Service 4hour 5x10*	\$159
16X CDRW	\$74			Upgrade to 3 Year Next Business Day On-Site Service 4hour 7x24*	\$199
24X CDRW	\$101			Upgrade to 4 Year Next Business Day On-Site Service	\$151
16X DVD	\$74			Gold Technical Support	\$59
8X CDRW/DVD Combo Drive	\$138			<u>Other</u>	
<u>Zip Drive (replaces FD in SD chassis)</u>				Norton Anti Virus (includes \$15 RW fee)(not available w/ Win XP)	\$45
Zip 100	\$86			Chassis Stand (for SD chassis)	\$14
Zip 250	\$92			Zip 100 3-pk (w/ Z100 drive)	\$36
				Zip 250 2-pk (w/ Z250 drive)	\$36
				Zip 250 4-pk (w/ Z250 drive)	\$73



State of New Jersey
Volume Purchase Pricing Upgrades
Optiplex GX240

<u>Processor</u>				<u>Video Memory</u>	
1.5 GHZ P4	standard			16MB ATI Rage Ultra 128	standard
1.7 GHZ P4		\$27		32MB ATI Rage Ultra 128	\$44
1.8 GHZ P4		\$70		32MB ATI Radeon w/VGA cable	\$70
1.9 GHZ P4		\$275		32MB ATI Radeon w/DVI cable	\$88
2.0 GHZ P4		\$382		<u>Modem</u>	
<u>Hard Drives</u>				Dell 56K V.90 PCI D/F	\$44
20GB,EIDE, 7200RPM	standard			<u>Monitors for GX150</u>	
40GB, EIDE, 7200RPM		\$53		17 Gray M781P,16.0 VIS	standard
80GB, EIDE, 7200RPM		\$106		17 Gray P793, 16.0 VIS	\$44
<u>Keyboard / Mouse / Mouse Pad</u>				19 Gray P991,18.0 VIS	\$178
Quietkey keyboard	standard			19 Gray M991,18.0 VIS	\$44
Performance USB Keyboard (requires W2K or NT)		\$26		21 Gray P1130,19.8 VIS	\$418
Dell gray PS/2 2BTN mouse	standard			15 E151 Gray Flat Panel,15.0 VIS, analog	\$107
Gray MS PS/2 Intellimouse		\$26		15 1503FP Gray Flat Panel,15.0 VIS, digital/ananlog	\$240
MS USB Intellimouse (requires W2K or NT)		\$26		17 1702FP Gray Flat Panel,17.0 VIS, digital/ananlog	\$507
MS USB Optical Mouse (W2K / XP only)		\$44		<u>Network Adapter</u>	
Blue Mouse Pad w/Dell Logo		\$3		IBM PCI TRING WOL ACPI NIC	\$168
<u>Memory</u>				<u>Sound Card</u>	
128MB 1DIMM NonECC PC133 SDRAM	standard			Sound Blaster Live	\$61
192MB 2DIMM NonECC PC133 SDRAM		\$35		<u>Speakers</u>	
256MB 1DIMM NonECC PC133 SDRAM		\$61		HK-39.5 Speakers w/Sub in Gray	\$44
384MB 2DIMM NonECC PC133 SDRAM		\$97		HK-19.5 Speakers in Gray	\$35
512MB 2DIMM NonECC PC133 SDRAM		\$133		Integrated speaker	\$8
<u>Opeating System (Must be specified on Purchase Order)</u>				<u>Service</u>	
Windows 98, CD, FAT32	standard			3 Year Next Business Day On-Site Service	standard
WINNT 4SP5 NTFS,CD		\$53		Upgrade to 3 Year Next Business Day On-Site Service 4hour 5x10*	\$159
Windows 2000, SP2, CD (FAT 32 or NTFS)		\$53		Upgrade to 3 Year Next Business Day On-Site Service 4hour 7x24*	\$199
Windows XP Pro, CD (FAT 32 or NTFS)		\$53		Upgrade to 4 Year Next Business Day On-Site Service	\$151
<u>DVD's &CDRW's</u>				Gold Technical Support	\$59
48X CD-ROM	standard			<u>Other</u>	
16X CDRW		\$71		Norton Anti Virus (includes \$15 RW fee)(not available w/ Win XP)	\$44
24X CDRW		\$98		Chassis Stand (for SD chassis)	\$13
16X DVD		\$71		Zip 250 2-pk (w/ Z250 drive)	\$35
8X CDRW/DVD Combo Drive		\$133		Zip 250 4-pk (w/ Z250 drive)	\$70
<u>Zip Drive (replaces FD in SD chassis)</u>					
Zip 250		\$88			



State of New Jersey

Volume Purchase Pricing Addendum

Promos Expire 4/30/02

No Minimum Order Requirements

12-15-01

Upgrade Options

Dell® Latitude® Notebooks

Latitude C Series

- Intel® Pentium® III 1.20 GHz Processor (C400)
- Intel® Pentium® III 1.00 GHz Processor (C610)
- Intel® Pentium® III 1.13 GHz Processor (C810)
- Microsoft® Windows® 98 Operating System, CD, FAT32 (C400/C610)
- Microsoft® Windows® 2000 Operating System SP1, CD, NTFS (C810)
- 128MB SDRAM Memory –1024MB Max (C400/C610)
- 128MB SDRAM Memory –512MB Max (C810)
- 10.0GB Ultra ATA Hard Drive
- 12.1" XGA Active Matrix TFT (C400)
- 14.1" XGA Active Matrix TFT (C610)
- 15" UXGA Active matrix (TFT) display (C810)
- Integrated 2-speakers with Sound Blaster Emulation
- Integrated Intel 830M Integrated UMA Graphics with Dynamic Video Memory Technology up to 32MB (C400)
- Integrated ATI Mobility RADEON 128-bit with 16MB 4x AGP (C610)
- NVIDIA GeForce2 Go 128-bit 4X AGP with 16MB DDR VRAM (C810)
- Integrated 3 Com 10/100 Ethernet LAN (C400/C610)
- Integrated 56K v. 92 capable modem (C400/C610)
- Integrated Action Tec Mini-PCI modem (C810)
- 24X* CD-ROM and 3.5" Floppy included
- Ports: 1 each Parallel(excluding the C400), Serial, Video, P/S 2, Infrared, Audio (In & Out), USB (2 USB- C810)
- 2 PCMCIA Card Slots
- Mini-PCI slot
- Integrated 56K V.90 modem
- Smart Li-Ion Battery with Express Charge™ technology
- Dell Dual Point pointing solution; Touch pad and Track stick
- Dell 3yr Warranty: 3 years NBD On-site¹²

State Contract Price VPA

Quote # 71843881 C400	\$2,295	\$2,242
Quote # 71845665 C610	\$1,833	\$1,793
Quote # 71845871 C810	\$1,937	\$1,893

Processor:

1.2GHZ PentiumIII (C610).....add\$135

Keyboard & Mouse:

Mouse Pad..... add \$ 3
Quiet Key 104-key (C610/C810).....add \$ 26
Microsoft Intellimouse add \$ 18
Microsoft P/S2 Mouse (C610/C810)..... add \$ 18

Visit Dell's State of New Jersey Website

<http://www.dell.com/client/slq/contract/nj.htm>



Hard Drive/Storage:

20GB EIDE add \$ 71
30GB EIDE add \$134
48GB EIDE (C810 only).....add \$314
Zip 250.....add \$251

Modular Bays:

Int CDRW (C400).....add \$144
Int CDRW (C610/810).....add \$233
Int DVD (C400).....add \$ 63
Int DVD (C610/810).....add \$152
Int DVD/CDRW Combo (C400).....add \$180
Int DVD/CDRW Combo (C610/810).....add \$269

Memory:

256MB 1DIMM.....add \$ 45
512MB 1DIMM (C400/C610)add \$360
512MB 2DIMM (C810)add \$225

Video Memory:

Integrated 32MB upgrade (C810 only).....add \$89

Network Card:

3COM® 10/100 CRDBUS, LAN, V2.6.5 (C810 only).....add \$89

Modem and Combo Modems:

Internal 3 COM Mini-PCI NIC/MDM (C810)add \$ 71
Xircom Realport, LAN/MDM,Combo (C610/C810).....add \$206

Operating System:

Windows XP Pro® add \$54
Windows 2000®add \$54
FAT32.....no charge
NTFS.....no charge

Monitor:

Dell GM781P 17" (16.0" v.i.s.)add \$206
UltraScan® GP793 17" (16.0" v.i.s.)add \$251
Dell GM991 19" (18.0" v.i.s.)add \$251
UltraScan® GP1130 21" (19.8 v.i.s.).....add \$629

Expansion:

C/Port 2 APR w/ Monitor Standadd \$224
C/Dock 2 Expansion Stationadd \$449

Cases:

Nylon Carrying Case (C610/C810)add \$ 44
Leather Carrying Caseadd \$ 89

Additional Battery:

Smart Li-Ion 6-Cell Battery (C400)/ 8-Cell (C610/C810).... add \$116

Wireless Networking:

True Mobile 1150 Wireless Access Point.....add \$809
True Mobile 1150 Wireless PCMCIA Card.....add \$134

Dell Custom Factory Imaging Services

25 unit min.add \$60

Warranty:

3 year CompleteCare add \$169

* CompleteCare provides you repair or replacement of your Latitude notebook for any damage that is caused by accidents.

Upgrades for Volume Purchase Addendum Units Only!

For additional options and upgrades, please call 1-800-981-3355 and ask for the New Jersey Sales Representatives.

Prices and specifications are valid only in the U.S. and are subject to change without notice. ¹² For a complete copy of our Guarantees or Limited Warranties, please write to Dell, One Dell Way, RR1 Box 12, Round Rock, TX 78682 Attn: Warranty. ¹³ On-Site service provided by a third-party provider. May not be available in certain remote areas. ^{**} +Download speeds limited to 53 Kbps. Upload speeds are less (in the 30 Kbps range) and vary by modem manufacturer. Speeds also vary depending on line conditions. Analog phone line and compatible server equipment required. Dell, Latitude and the Dell Logo are registered trademarks and ExpressCharge is a trademark of Dell Computer Corporation. Intel and Pentium are registered trademarks and MMX is a trademark of Intel Corporation. Microsoft, MS, Windows and Windows NT are registered trademarks of Microsoft Corporation. 3Com is a registered trademark of 3Com Corporation. Other trademarks and trade names are the property of their respective owners. © 1998 Dell Computer Corporation. All rights reserved.